

# January 2019



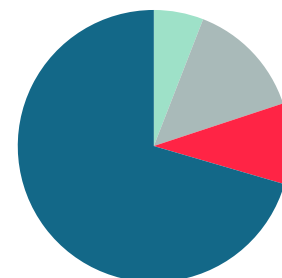
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	January 2019	+/-%
Closed Listings	24	16	-33.33%
Pending Listings	27	38	40.74%
New Listings	64	60	-6.25%
Average List Price	153,428	142,697	-6.99%
Average Sale Price	146,409	131,922	-9.90%
Average Percent of Selling Price to List Price	95.97%	92.24%	-3.89%
Average Days on Market to Sale	91.46	57.13	-37.54%
End of Month Inventory	214	191	-10.75%
Months Supply of Inventory	7.58	6.84	-9.68%



■ Closed (5.90%)  
■ Pending (14.02%)  
■ Other OffMarket (9.59%)  
■ Active (70.48%)

**Absorption:** Last 12 months, an Average of **28** Sales/Month  
**Active Inventory** as of January 31, 2019 = **191**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **10.75%** to 191 existing homes available for sale. Over the last 12 months this area has had an average of 28 closed sales per month. This represents an unsold inventory index of **6.84** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **9.90%** in January 2019 to \$131,922 versus the previous year at \$146,409.

#### Average Days on Market Shortens

The average number of **57.13** days that homes spent on the market before selling decreased by 34.33 days or **37.54%** in January 2019 compared to last year's same month at **91.46** DOM.

#### Sales Success for January 2019 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 60 New Listings in January 2019, down **6.25%** from last year at 64. Furthermore, there were 16 Closed Listings this month versus last year at 24, a **-33.33%** decrease.

Closed versus Listed trends yielded a **26.7%** ratio, down from previous year's, January 2018, at **37.5%**, a **28.89%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

# January 2019



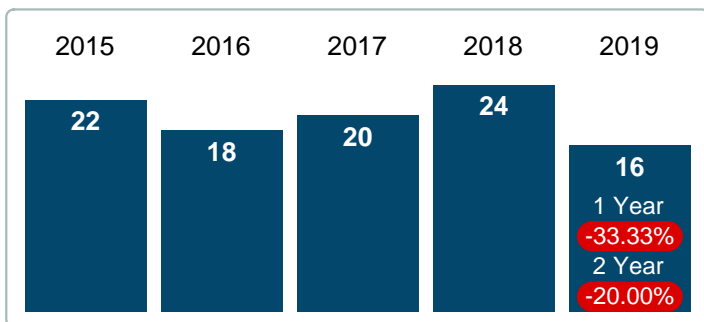
Area Delimited by County Of Mayes - Residential Property Type



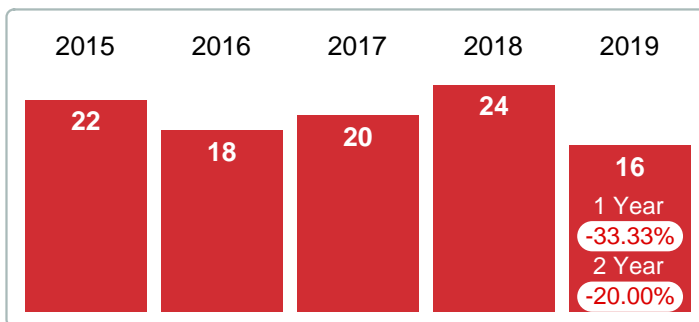
## CLOSED LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

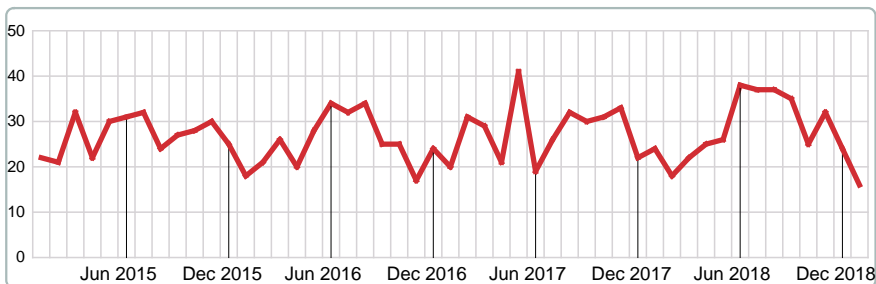
### JANUARY



### YEAR TO DATE (YTD)

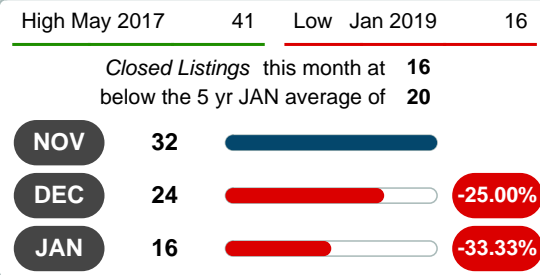


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 20



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	12.50%	27.0	0	2	0	0
\$50,001 - \$70,000	1	6.25%	74.0	0	1	0	0
\$70,001 - \$80,000	3	18.75%	66.3	0	3	0	0
\$80,001 - \$100,000	5	31.25%	51.2	2	1	2	0
\$100,001 - \$150,000	1	6.25%	141.0	0	1	0	0
\$150,001 - \$280,000	3	18.75%	38.0	0	3	0	0
\$280,001 and up	1	6.25%	76.0	0	1	0	0
<b>Total Closed Units</b>	<b>16</b>			<b>2</b>	<b>12</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>2,110,744</b>	<b>100%</b>	<b>57.1</b>	<b>174.50K</b>	<b>1.75M</b>	<b>185.00K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$131,922</b>			<b>\$87,250</b>	<b>\$145,937</b>	<b>\$92,500</b>	<b>\$0</b>

# January 2019



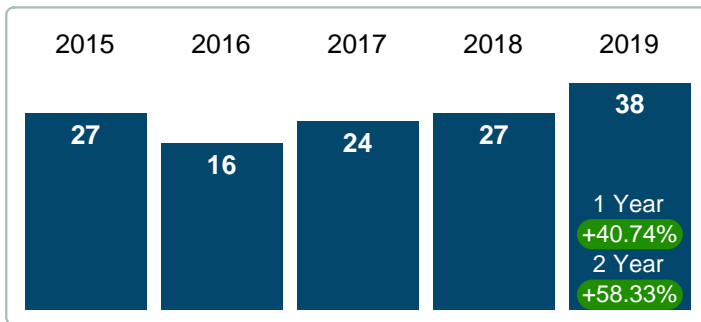
Area Delimited by County Of Mayes - Residential Property Type



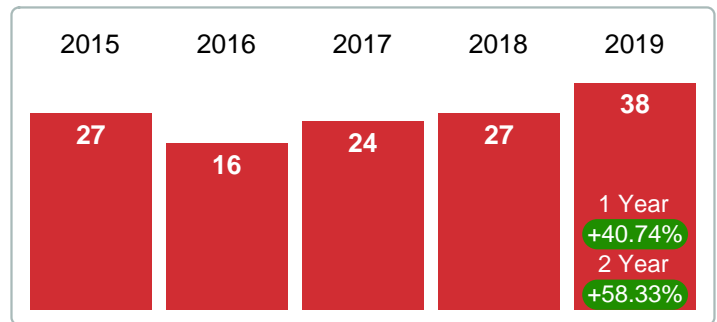
## PENDING LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

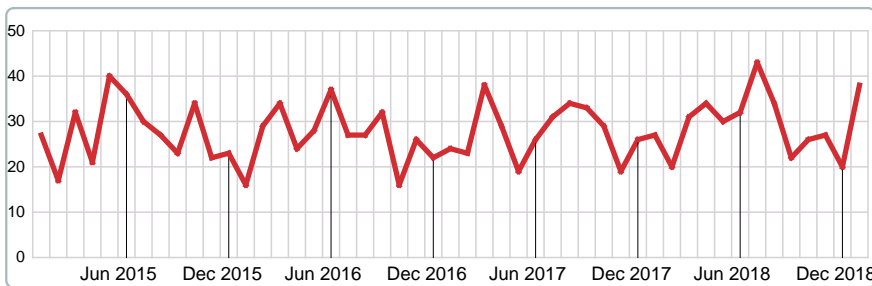
### JANUARY



### YEAR TO DATE (YTD)

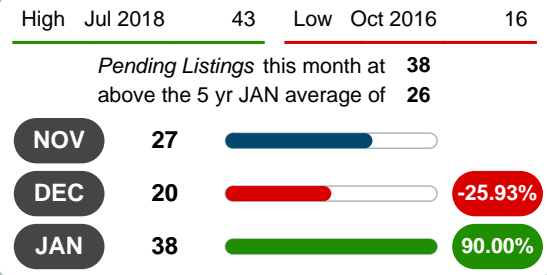


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 26



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	10.53%	29.0	1	3	0	0
\$50,001 - \$80,000	3	7.89%	24.3	1	2	0	0
\$80,001 - \$90,000	3	7.89%	117.0	2	1	0	0
\$90,001 - \$120,000	13	34.21%	90.7	2	10	1	0
\$120,001 - \$150,000	7	18.42%	68.1	0	5	1	1
\$150,001 - \$210,000	6	15.79%	92.3	1	5	0	0
\$210,001 and up	2	5.26%	118.5	0	2	0	0
<b>Total Pending Units</b>	<b>38</b>			<b>7</b>	<b>28</b>	<b>2</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>4,606,337</b>	<b>100%</b>	<b>78.6</b>	<b>673.67K</b>	<b>3.55M</b>	<b>228.70K</b>	<b>149.90K</b>
<b>Average Listing Price</b>	<b>\$121,219</b>			<b>\$96,239</b>	<b>\$126,931</b>	<b>\$114,350</b>	<b>\$149,900</b>

# January 2019



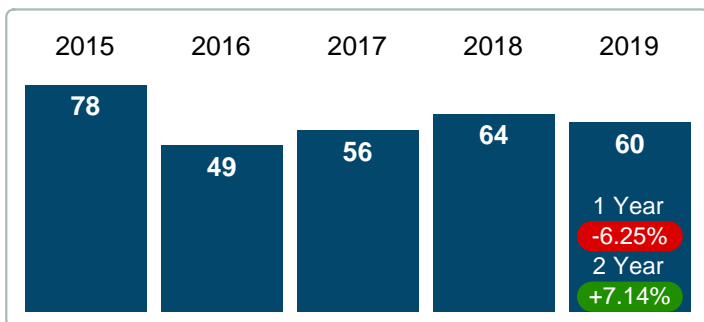
Area Delimited by County Of Mayes - Residential Property Type



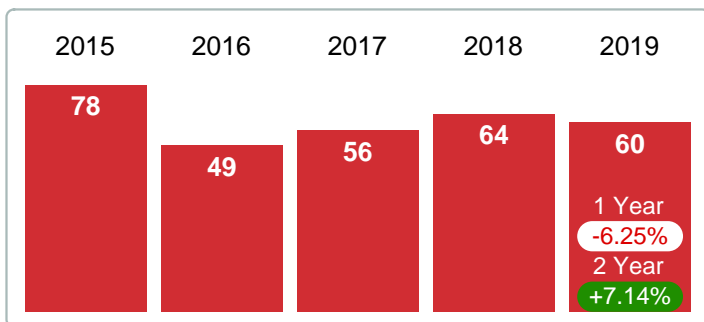
## NEW LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

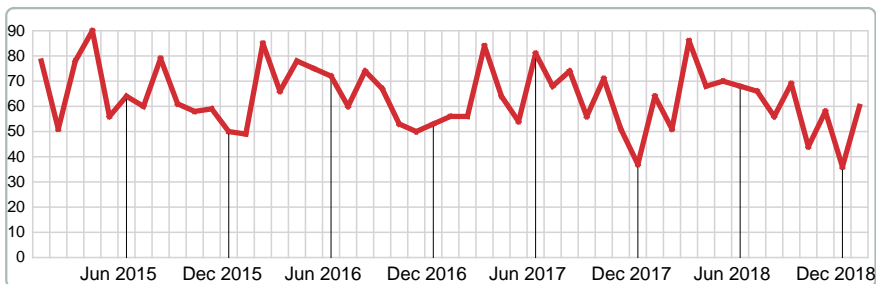
### JANUARY



### YEAR TO DATE (YTD)

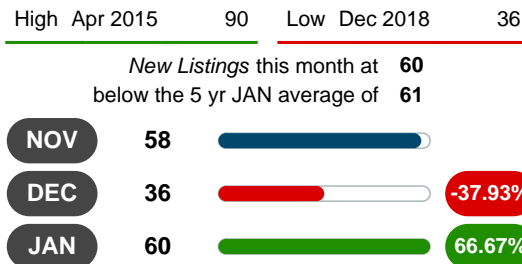


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 61



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	11.67%	4	3	0	0
\$50,001 - \$75,000	3	5.00%	3	0	0	0
\$75,001 - \$125,000	11	18.33%	5	6	0	0
\$125,001 - \$175,000	12	20.00%	1	9	2	0
\$175,001 - \$250,000	13	21.67%	2	7	3	1
\$250,001 - \$475,000	8	13.33%	1	4	3	0
\$475,001 and up	6	10.00%	1	1	3	1
<b>Total New Listed Units</b>	<b>60</b>		<b>17</b>	<b>30</b>	<b>11</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>13,304,750</b>	<b>100%</b>	<b>2.25M</b>	<b>5.17M</b>	<b>4.98M</b>	<b>915.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$174,163</b>		<b>\$132,074</b>	<b>\$172,300</b>	<b>\$452,318</b>	<b>\$457,500</b>

# January 2019



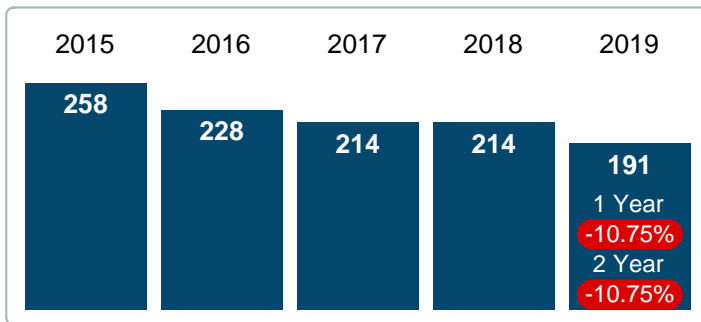
Area Delimited by County Of Mayes - Residential Property Type



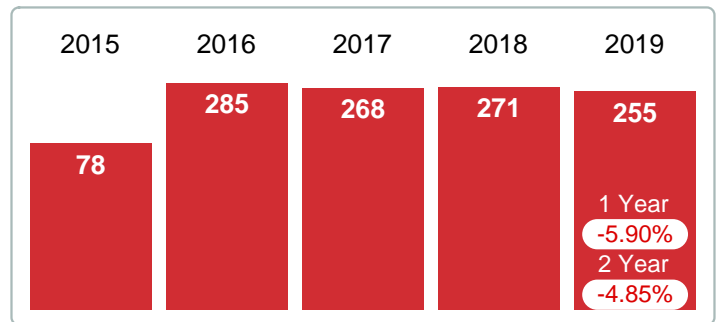
## ACTIVE INVENTORY

Report produced on Jul 20, 2023 for MLS Technology Inc.

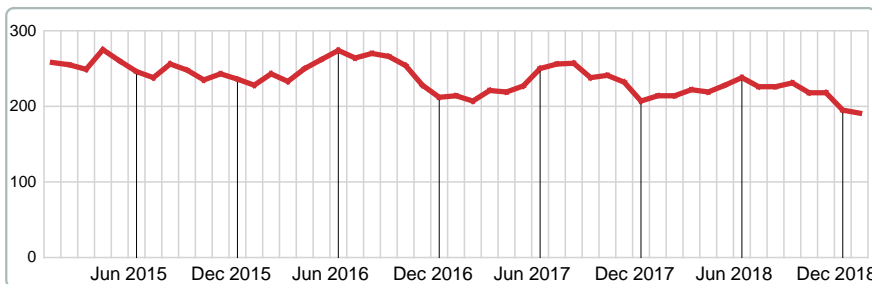
### END OF JANUARY



### ACTIVE DURING JANUARY

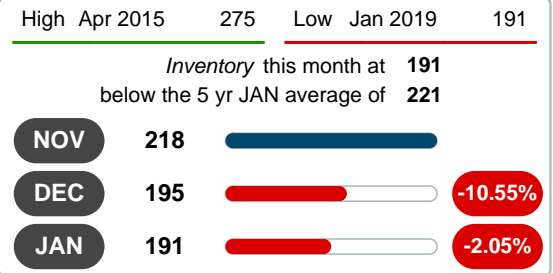


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 221



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	7.85%	72.2	10	5	0	0
\$50,001 - \$75,000	10	5.24%	71.2	3	7	0	0
\$75,001 - \$125,000	35	18.32%	135.3	13	17	5	0
\$125,001 - \$225,000	57	29.84%	87.6	10	37	9	1
\$225,001 - \$325,000	28	14.66%	82.6	1	12	13	2
\$325,001 - \$550,000	26	13.61%	89.3	3	12	11	0
\$550,001 and up	20	10.47%	99.1	2	2	9	7
<b>Total Active Inventory by Units</b>	<b>191</b>			<b>42</b>	<b>92</b>	<b>47</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>51,799,699</b>	<b>100%</b>	<b>95.0</b>	<b>6.41M</b>	<b>18.28M</b>	<b>18.65M</b>	<b>8.47M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$271,203</b>			<b>\$152,523</b>	<b>\$198,681</b>	<b>\$396,749</b>	<b>\$846,790</b>

# January 2019



Area Delimited by County Of Mayes - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

### MSI FOR JANUARY

2015	2016	2017	2018	2019
------	------	------	------	------

### INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
191	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = inf

High Jan 2019	inf	Low Jan 2019	inf
Months Supply this month at inf equal to 5 yr JAN average of inf			
NOV	inf		%
DEC	inf		%
JAN	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	7.85%	4.00	5.71	3.00	0.00	0.00
\$50,001 - \$75,000	10	5.24%	2.86	2.57	3.50	0.00	0.00
\$75,001 - \$125,000	35	18.32%	4.67	8.67	3.34	6.00	0.00
\$125,001 - \$225,000	57	29.84%	6.84	15.00	5.92	7.20	6.00
\$225,001 - \$325,000	28	14.66%	8.62	3.00	7.58	11.14	12.00
\$325,001 - \$550,000	26	13.61%	22.29	12.00	20.57	44.00	0.00
\$550,001 and up	20	10.47%	48.00	0.00	8.00	108.00	84.00
Market Supply of Inventory (MSI)			6.84	7.41	5.28	11.06	17.14
Total Active Inventory by Units		100%	6.84	42	92	47	10

# January 2019



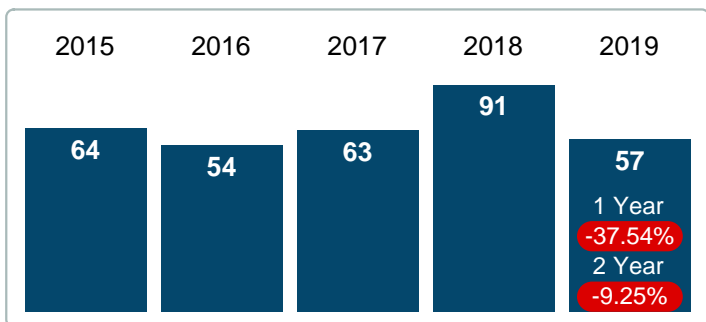
Area Delimited by County Of Mayes - Residential Property Type



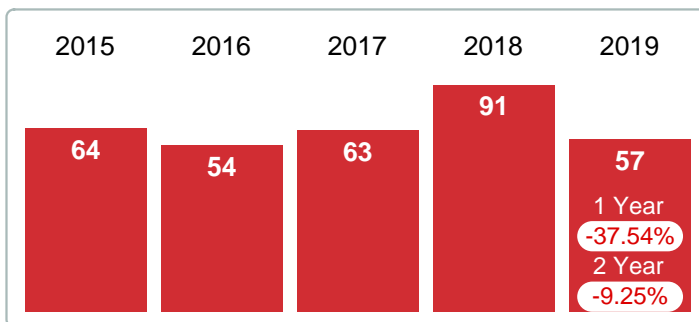
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 20, 2023 for MLS Technology Inc.

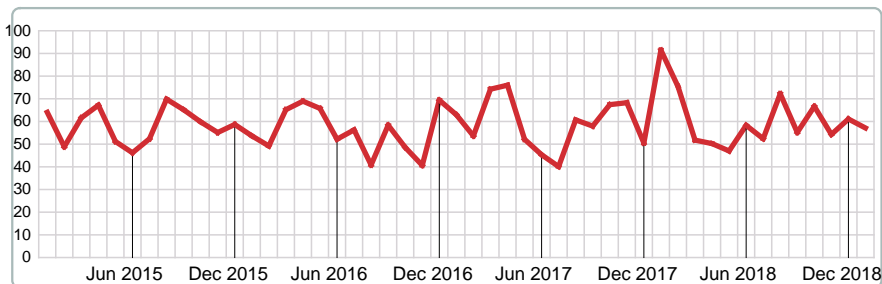
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 66

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 57 below the 5 yr JAN average of 66



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12.50%	27	0	27	0	0
\$50,001 - \$70,000	6.25%	74	0	74	0	0
\$70,001 - \$80,000	18.75%	66	0	66	0	0
\$80,001 - \$100,000	31.25%	51	8	103	69	0
\$100,001 - \$150,000	6.25%	141	0	141	0	0
\$150,001 - \$280,000	18.75%	38	0	38	0	0
\$280,001 and up	6.25%	76	0	76	0	0
<b>Average Closed DOM</b>		<b>57</b>	<b>8</b>	<b>63</b>	<b>69</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>57</b>	<b>2</b>	<b>12</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>2,110,744</b>	<b>174.50K</b>	<b>1.75M</b>	<b>185.00K</b>	<b>0.00B</b>

# January 2019



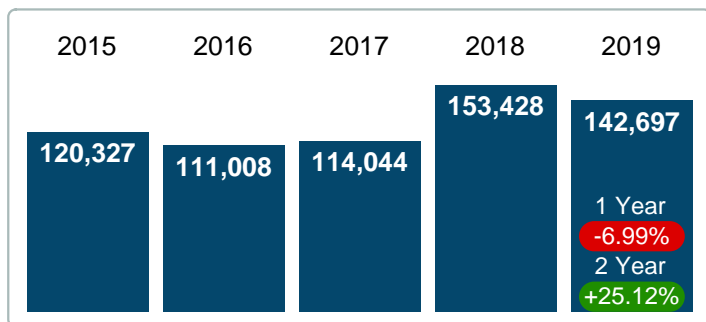
Area Delimited by County Of Mayes - Residential Property Type



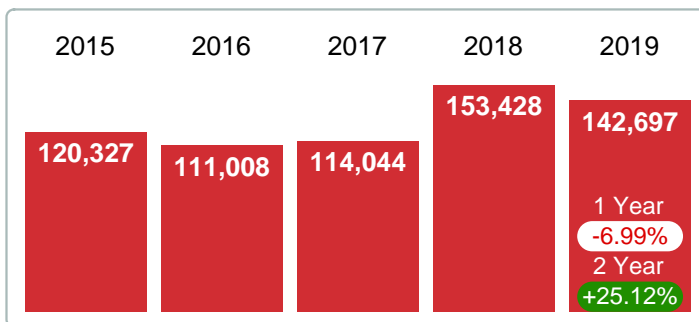
## AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

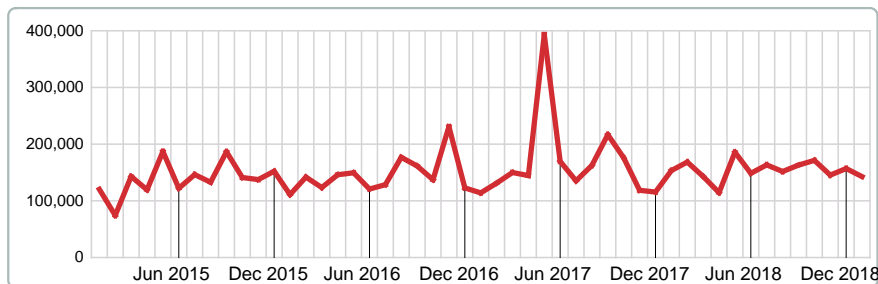
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 128,301

High May 2017 393,277    Low Feb 2015 74,311

Average List Price at Closing this month at **142,697**  
above the 5 yr JAN average of **128,301**

- NOV 145,381
- DEC 156,977 +7.98%
- JAN 142,697 -9.10%

### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6.25%	39,900	0	47,200	0	0
\$50,001 - \$70,000	6.25%	54,500	0	73,900	0	0
\$70,001 - \$80,000	12.50%	76,950	0	84,483	0	0
\$80,001 - \$100,000	25.00%	87,113	110,000	114,900	96,000	0
\$100,001 - \$150,000	25.00%	120,350	0	129,500	0	0
\$150,001 - \$280,000	12.50%	195,500	0	232,000	0	0
\$280,001 and up	12.50%	407,000	0	509,000	0	0
<b>Average List Price</b>		<b>142,697</b>	<b>110,000</b>	<b>155,929</b>	<b>96,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>142,697</b>	<b>2</b>	<b>12</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>2,283,149</b>	<b>220.00K</b>	<b>1.87M</b>	<b>192.00K</b>	<b>0.00B</b>



# January 2019



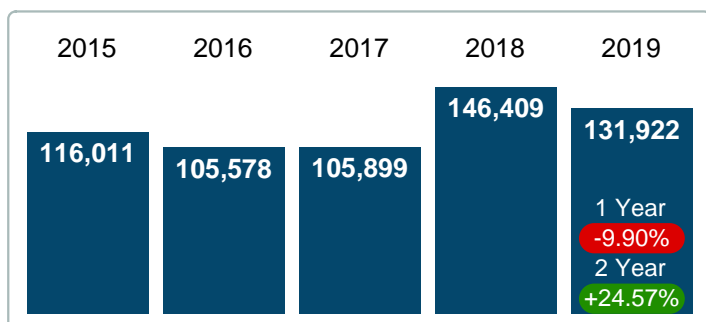
Area Delimited by County Of Mayes - Residential Property Type



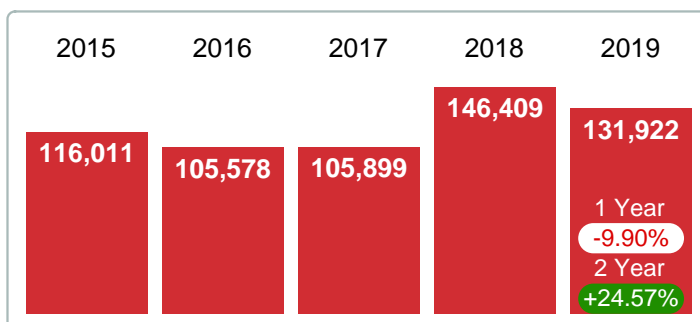
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

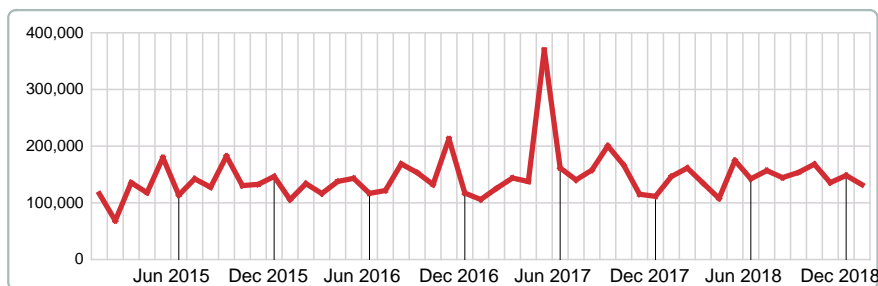
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

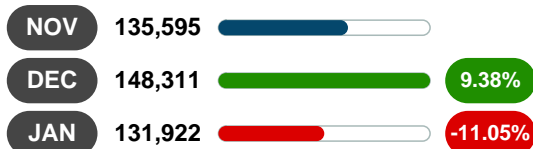


### 3 MONTHS

5 year JAN AVG = 121,164

High May 2017 369,501 Low Feb 2015 68,582

Average Sold Price at Closing this month at 131,922 above the 5 yr JAN average of 121,164



### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12.50%	46,142	0	46,142	0	0
\$50,001 - \$70,000	6.25%	65,000	0	65,000	0	0
\$70,001 - \$80,000	18.75%	76,087	0	76,087	0	0
\$80,001 - \$100,000	31.25%	91,900	87,250	100,000	92,500	0
\$100,001 - \$150,000	6.25%	125,000	0	125,000	0	0
\$150,001 - \$280,000	18.75%	218,567	0	218,567	0	0
\$280,001 and up	6.25%	485,000	0	485,000	0	0
<b>Average Sold Price</b>		<b>131,922</b>	<b>87,250</b>	<b>145,937</b>	<b>92,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>16</b>	<b>2</b>	<b>12</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>2,110,744</b>	<b>174.50K</b>	<b>1.75M</b>	<b>185.00K</b>	<b>0.00B</b>

# January 2019



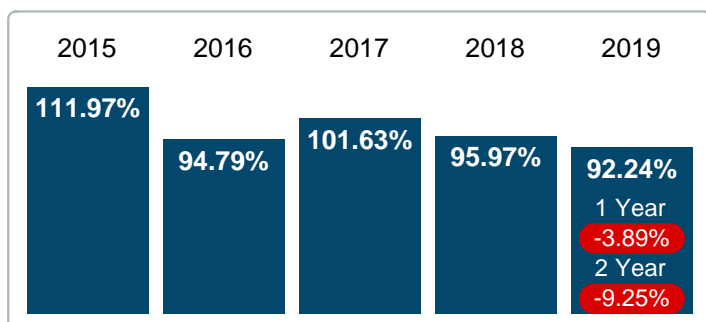
Area Delimited by County Of Mayes - Residential Property Type



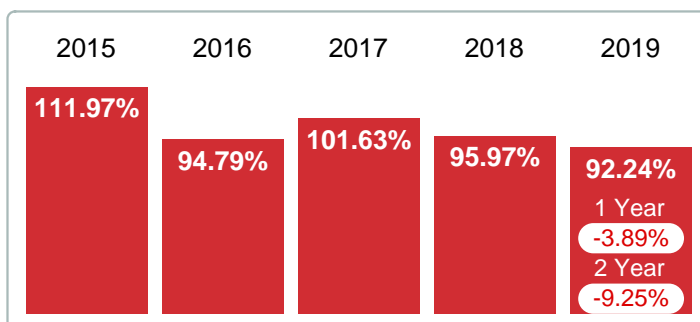
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

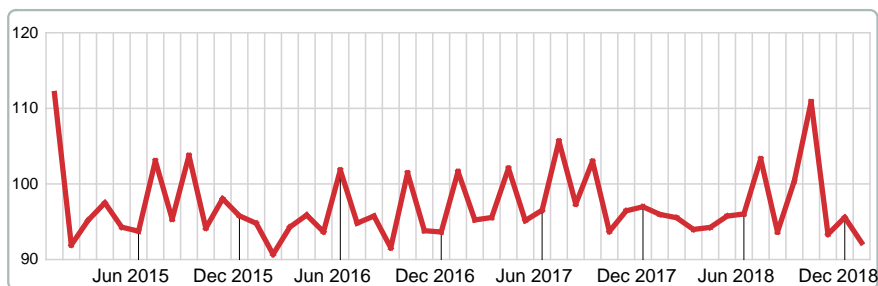
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

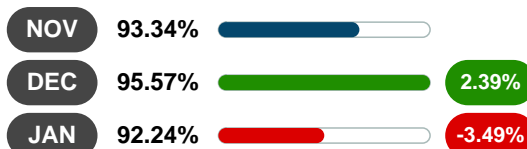


### 3 MONTHS

5 year JAN AVG = 99.32%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **92.24%**  
below the 5 yr JAN average of **99.32%**



### AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	12.50%	98.86%	0.00%	98.86%	0.00%	0.00%
\$50,001 - \$70,000	1	6.25%	87.96%	0.00%	87.96%	0.00%	0.00%
\$70,001 - \$80,000	3	18.75%	90.11%	0.00%	90.11%	0.00%	0.00%
\$80,001 - \$100,000	5	31.25%	88.96%	81.11%	87.03%	97.77%	0.00%
\$100,001 - \$150,000	1	6.25%	96.53%	0.00%	96.53%	0.00%	0.00%
\$150,001 - \$280,000	3	18.75%	94.40%	0.00%	94.40%	0.00%	0.00%
\$280,001 and up	1	6.25%	95.28%	0.00%	95.28%	0.00%	0.00%
Average Sold/List Ratio		92.20%		81.11%	93.17%	97.77%	0.00%
Total Closed Units		16	100%	2	12	2	
Total Closed Volume		2,110,744		174.50K	1.75M	185.00K	0.00B

# January 2019



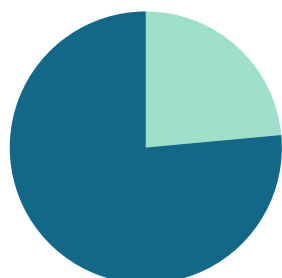
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

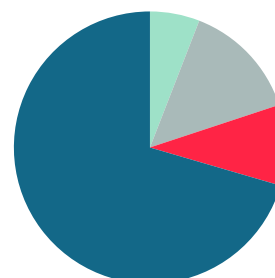


**Inventory**  
 New Listings  
**60 = 23.53%**  
 Start Inventory  
**195**  
 Total Inventory Units  
**255**  
 Volume  
**\$65,429,135**

### Market Activity

Closed Sales  
**16 = 5.90%**  
 Pending Sales  
**38 = 14.02%**  
 Other Off Market  
**26 = 9.59%**  
 Active Inventory  
**191 = 70.48%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	24	16	-33.33%	24	16	-33.33%
Pending Sales	27	38	40.74%	27	38	40.74%
New Listings	64	60	-6.25%	64	60	-6.25%
Average List Price	153,428	142,697	-6.99%	153,428	142,697	-6.99%
Average Sale Price	146,409	131,922	-9.90%	146,409	131,922	-9.90%
Average Percent of Selling Price to List Price	95.97%	92.24%	-3.89%	95.97%	92.24%	-3.89%
Average Days on Market to Sale	91.46	57.13	-37.54%	91.46	57.13	-37.54%
Monthly Inventory	214	191	-10.75%	214	191	-10.75%
Months Supply of Inventory	7.58	6.84	-9.68%	7.58	6.84	-9.68%

**Absorption:** Last 12 months, an Average of **28** Sales/Month

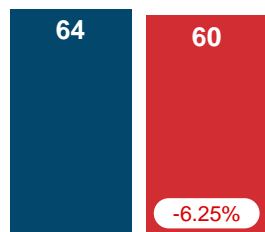
**Inventory** on January 31, 2019 = **191**

**2018** **2019**

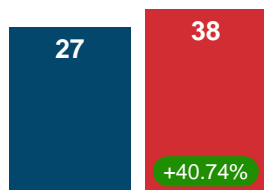
### JANUARY MARKET

### AVERAGE PRICES

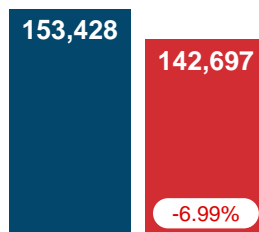
#### New Listings



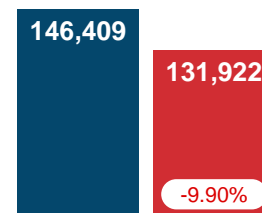
#### Pending Listings



#### List Price



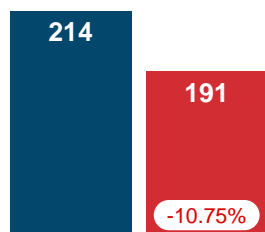
#### Sale Price



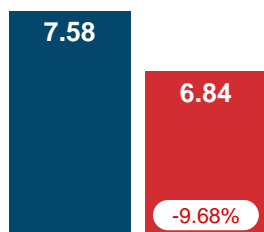
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

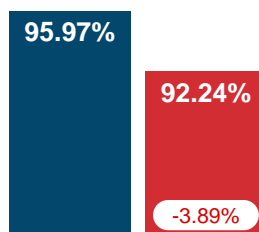
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

